

**Dore Schwinden**  
Director

**Andy Poole**  
Deputy Director

**Montana Department  
of Commerce  
301 S. Park Ave.  
Helena, MT 59601**

# **Montana Department of Commerce Business Resources Division Newsletter**

**S P R I N G 2 0 1 2**

The Montana Department of Commerce has created this quarterly newsletter to update you on the status of our business resources financing programs and other program news. Contact information for each program is provided. Feel free to contact any Business Resources staff when you have questions about our programs, or to discuss potential applications.

## **Montana Exports Reach All Time Record High**

**Census and Economic Information**

**Trade and International Relations**

**Office of Public Information**



Montana's exports reached an all time record high of \$2.46 billion in 2011, surpassing 2010 figures by 25% and breaking the previous export record of \$2.06 billion set in 2008.

Bulk wheat export shipments, Montana's highest ranked export commodity, totaled \$881.8 million in 2011 up from \$541.1 million in 2010. This growth was due to a combination of increased production and prices. Montana companies also sold a historic \$1.6 billion in combined exports (not including bulk wheat) internationally, a 13.4% increase over the state's last record set in 2008.

"Increasing exports truly means more jobs for Montanans," said Governor Brian Schweitzer. "Approximately 12 percent of Montanans working in manufacturing and mining are feeding their families and building a better life with income earned from the international marketplace."

Montana sent 116.4 million bushels of bulk wheat to exporting facilities on the U.S. west coast. According to the Montana Wheat and Barley Committee, the majority of these shipments were sent to Japan with secondary markets being Taiwan, South Korea, the Philippines and Indonesia. Roughly 80% of all Montana wheat is exported to Asia.

The top export destinations in 2011 for combined exports (not including bulk wheat) remained the same, with Canada coming in first, followed by the Republic of Korea, Mexico, China, Taiwan, Japan and Germany as the primary buyers. Mexico moved up from sixth place to number three with an increase of 61% over 2010 due to their interest in ores and specialty grains. The Republic of Korea maintained its number second position with a 21.5% increase due mainly to continued strong sales of coal, which is Montana number one export to Korea. Exports to Germany saw a 68% increase, due primarily to an increase in industrial machinery exports.

Coal exports experienced a 60% increase from the previous year with \$175 million sold around the globe. Korea is by far the largest importer of Montana coal, followed by Spain, Australia, Switzerland, China, and Japan.

Other exports showing strong increases over 2010 are specialty non-bulk specialty grains at 127%, ores at 41%, and edible vegetables (legumes) at 207%.

Overall, bulk wheat remains Montana's leading export commodity, followed by coal and oil, inorganic chemicals, industrial machinery, vehicle parts, cereals, and ores.

→Big Sky Trust Fund administrative rules hearing May 17, 2012—see page 9.



**Office of Trade & International Relations**

**Total - \$2.46 Billion in Combined Exports**  
(Up 25% from 2010)

**Top 10 Countries Buying Montana Products\*** (in millions of dollars)

|     |                   |          |
|-----|-------------------|----------|
| #1  | Canada            | \$ 590.9 |
| #2  | Republic of Korea | 227.0    |
| #3  | Mexico            | 128.8    |
| #4  | China (Mainland)  | 120.3    |
| #5  | China (Taiwan)    | 66.3     |
| #6  | Japan             | 63.0     |
| #7  | Germany           | 43.1     |
| #8  | United Kingdom    | 32.6     |
| #9  | Belgium           | 31.9     |
| #10 | Singapore         | 27.2     |

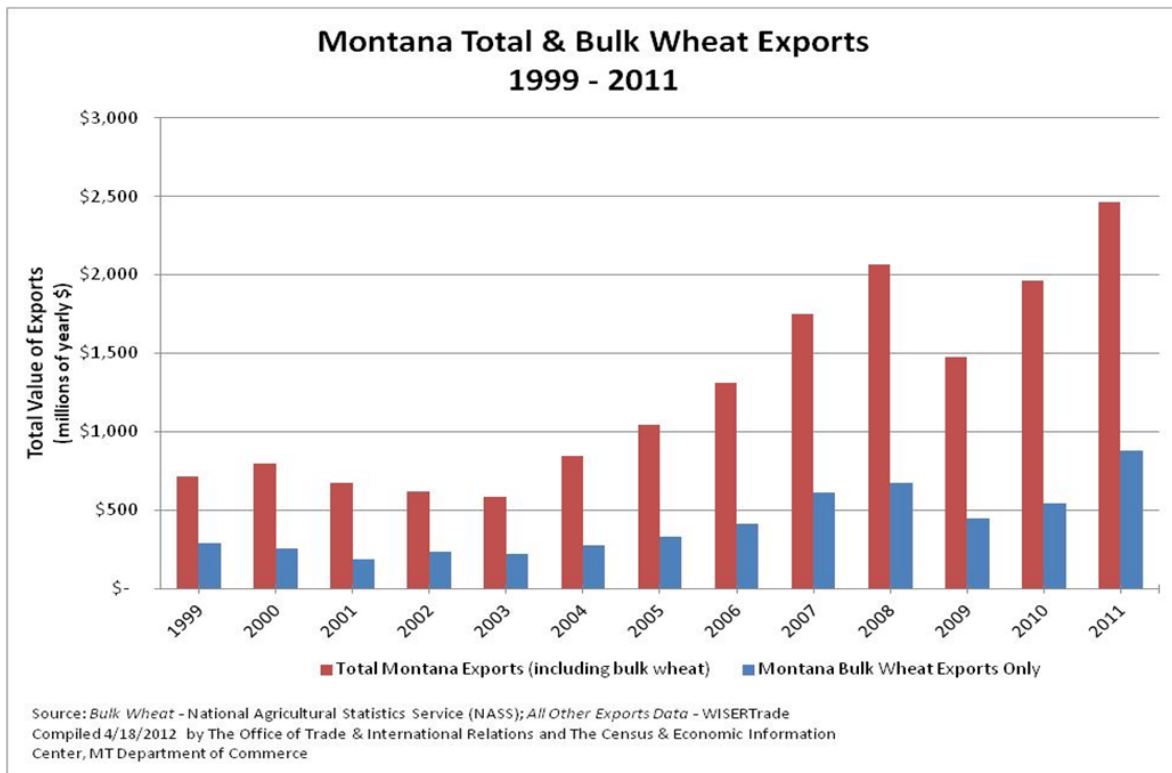
\*These figures do not include bulk wheat exports

**Top 21 Exports from Montana** (in millions of dollars)

|    |   |         |
|----|---|---------|
| 1  | Bulk Wheat  | \$881.8 |
| 2  | Mineral Fuel, Oil etc.                              | 374.2   |
| 3  | Inorganic Chemicals                                 | 346.4   |
| 4  | Industrial Machinery (including computers)          | 197.9   |
| 5  | Vehicles, Parts etc.                                | 114.9   |
| 6  | Cereals   | 60.5    |
| 7  | Ores, Slag & Ash                                    | 60.2    |
| 8  | Salt; Sulfur; Earth & Stone                         | 57.6    |
| 9  | Aircraft, Parts etc.                                | 40.3    |
| 10 | Optic, Medical or Surgical Instruments              | 37.6    |
| 11 | Edible Vegetables                                   | 27.2    |
| 12 | Wood & Articles of Wood                             | 26.2    |
| 13 | Pharmaceutical Products                             | 26.0    |
| 14 | Electric Machinery                                  | 20.8    |
| 15 | Bakers Wares (cereal, flour, starch or milk; pasta) | 20.0    |
| 16 | Live Animals  | 16.9    |
| 17 | Misc Chemical Products                              | 15.2    |
| 18 | Food Industry Residues (Prep Animal Feed)           | 12.6    |
| 19 | Musical Instruments (Parts & Accessories)           | 10.4    |
| 18 | Oil Seeds   | 9.90    |
| 20 | Articles of Iron or Steel                           | 8.80    |
| 21 | Plastics & Articles Thereof                         | 8.30    |

**Where Montana's Wheat Goes**

In 2011, Montana sent 116.4 million bushels of wheat to exporting facilities in the U.S. According to the Montana Wheat and Barley Committee, **Japan** purchased over 50% of that Montana wheat with secondary markets being **Taiwan, South Korea, the Philippines, and Indonesia**. (Roughly 80% of all Montana wheat is exported to Asia.)



## Export Assistance & Training

The Office of Trade & International Relations works with small and medium-sized businesses that are ready to commit their resources to exporting. We provide one-on-one counseling and market research and identification to help Montana companies:

- Identify and exploit new market opportunities
- Comply with export reporting and licensing requirements
- Comply with foreign customs regulations
- Handle shipping and logistical issues
- Develop better commercial relationships and cross-cultural understanding.

For all the latest export information visit [www.exportmontana.com](http://www.exportmontana.com)

For export questions and assistance please contact Sara Warren at:

### Office of Trade & International Relations

406-841-2754 or [exportmontana@mt.gov](mailto:exportmontana@mt.gov)



## Technical Assistance

### Office of Trade and International Relations

PH: 406-841-2783

Email: [lstimac@mt.gov](mailto:lstimac@mt.gov)

Website: <http://businessresources.mt.gov/TIR>



2012 Natural Products Expo West



Made in Montana Show 2012



Lonie Stimac  
Senior Marketing Officer

### Bureau Sponsored Trade Shows Provide Opportunities in Three Steps

#### 1. Made in Montana Marketplace (photos)

The 2012 Made in Montana Marketplace once again exceeded expectations with a sold out show held 23-24, 2012 in Great Falls. Over 100 product producers gathered to show their Made in Montana products to wholesale buyers looking for items to carry in their stores for the upcoming summer season.

Educational opportunities were also available to both buyers and exhibitors. Jeff Mangan of Fat Moose Media shared information in a Social Media Class teaching exhibitors how to grow their business using Twitter, Facebook and Google Chrome. Rebecca Engum, SBDC director in Great Falls, offered small business owners a course entitled, "Tips to Make Your Cash Register Ring".

The show is sponsored by the Montana Department of Commerce but is actually produced by the City of Great Falls. It provides an opportunity for the seasoned exhibitor, but also for new exhibitors to gain experience in the wholesaling of their product. A goal is to help Montana producers gain experience and ultimately learn how to exhibit at larger shows across the country.

#### 2. Billings Market (no photos)

The Bureau, working in conjunction with the Billings Market Association, a regional general merchandise trade show held in Billings, sponsors 6 to 8 Made in Montana companies to exhibit in a "Made in Montana Pavilion" area. The purpose is to help these companies grow their trade show exhibition experience beyond the Made in Montana Marketplace.

To gain an exhibit space, a company must have previously exhibited at the Made in Montana Marketplace but cannot have exhibited at the Billings Market before. January's show included Xplorer Maps, Williams Nets, Montana Sweet Grass, Etc., Monica van der Mar's Jewelry, Buckskin Creations, The Art of Good Food, Sweet Grass Music, Ten Spoon Vineyards.

#### 3. Natural Products Expo West (photo below)

The Department of Agriculture, along with our bureau, sponsored a Montana Products pavilion at the Natural Products Expo West at the Anaheim Convention Center in California. This natural, organic and healthy products tradeshow had over 60,000 industry members in attendance. Montana companies attending with us included Healthy Pantry, Wayfare Foods, Cream of the West, Café Cebada, Timeless Seeds, Montana Gluten Free Processors, Amalgamated Sope Company, Amaltheia Dairy, RoBarr, Kings Cupboard, and Tipu's Chai.

Due to the large number of international buyers present at the show the bureau was able to purchase an additional booth using funds from a federal grant we received to help Montana companies expand their exporting opportunities. We were also able to touch base with the U.S. Foreign Agriculture Service rep from China who was interested in helping our companies gain a foothold in that region.



Made in Montana Show 2012

## Grant Monies for International Marketing Still Available

The department still has some funds available for grants to Montana Small Businesses for the following activities:

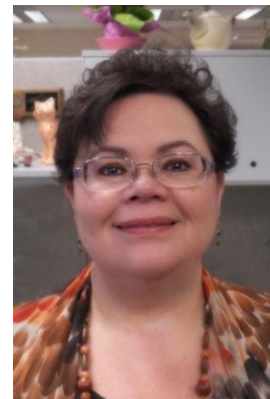
- International Trade Show Attendance
- Translation and Production of Marketing Materials and Websites
- U.S. Commercial Service Fees for Gold Key Services, Market Research,
- International Buyer Matchmaking and other programs

Applications must be received by August 15 and the activity must be completed by September 15, 2012. To learn more go to [www.ExportMontana.com](http://www.ExportMontana.com) or contact Lonie Stimac, [lstimac@mt.gov](mailto:lstimac@mt.gov) or Katie Cole, [kcole2@mt.gov](mailto:kcole2@mt.gov).

### Technical Assistance

## Montana Technology Innovation Partnership

Montana Technology Innovation Partnership  
Phone: 406-841-2749  
Email: [cbell@mt.gov](mailto:cbell@mt.gov)



Christine Bell  
Program Manager

## Specialized Services for Technology-Based Clients

A major initial component to assisting technology interests is being able to recognize what types of services they may need. As the second webinar in a six-part series, the Small Business Development Center (SBDC) Tech ED Curriculum offers in-depth knowledge on how to recognize the various types of technology clients, and how to connect them with specialized services to most benefit their needs.

Technology client types range from inventor hobbyists to research interests and manufacturers. Because the gamut of client types is so wide, each type is likely to require a different set of services from the next. Although all client types will need to address intellectual property issues, they all may not need assistance with research partners and strategic alliances; Funding and commercialization strategies are two other areas that frequently need to be addressed with technology-based clients.

The preferred outcome is to achieve an innovation ecosystem – in which the specialized services and resources are readily available, and the flow of information between tech-based companies and institutions promotes success. In Montana, there are geographical challenges to this flow of information. The Tech ED Curriculum suggests ways to overcome these challenges to continue fostering technology-based economic development in our state.

### Technical Assistance

## Montana Small Business Development Center

Montana Small Business Development Center

Phone: 406-841-2746

Email: [adesch@mt.gov](mailto:adesch@mt.gov)

Website: <http://sbdc.mt.gov>



**Ann Desch**  
**SBDC State Director**

### Governor Appoints SBDC Advisory Council Members

At the end of February, Governor Schweitzer appointed eight SBDC statewide Advisory Council members for 2012-2014. Members Include:

Tony Ennenga, CPA, Billings  
John Cech, Ph.D., Deputy Commissioner for Two-Year Education, Helena  
Kevin Keeler, Coffee Shack, Helena  
Carla Lott, Strongbear Corporation – Helena  
Lisa Ballard, Current Transportation Solutions, Inc., Bozeman  
Dave Glaser, Montana CDC, Missoula  
Carol Cunningham, C2 Business Solutions, Polson  
Peter Christ, Bridger Creek Adventures, Red Lodge

#### Ex Officio:

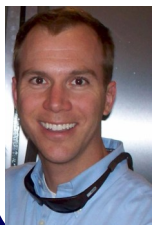
Joseph McClure, SBA District Office, Helena  
Andy Poole, Montana Department of Commerce, Helena

#### New Hires



The Montana Small Business Development Center (SBDC) Network is pleased to announce two recent additions to the network. Great Falls Development Authority, host of the SBDC in Great Falls, hired Tim Guardipee in March 2012 as a business advisor. Tim will work closely with Rebecca Engum, director of the SBDC in Great Falls.

Photo: Tim Guardipee, Great Falls SBDC Business Advisor



Ryan Hansen, formerly the business advisor at the SBDC in Bozeman, has moved into the position of director of the SBDC in Missoula. Montana Community Development Corporation, host of the SBDCs in Missoula and Bozeman, hired Sean Becker in March 2012 as business advisor for the SBDC in Bozeman. Sean is the current mayor of Bozeman.

Photo: Sean Becker, Bozeman SBDC Business Advisor



The Montana SBDC Network will be hosting its third annual **Invest in Success** business conference April 23 – 24<sup>th</sup> at the Holiday Inn in downtown Missoula. The conference will feature breakout sessions from experts in a variety of business fields, as well as talks from local Montana entrepreneurs and small business owners. Individuals scheduled to speak include Jakki Mohr from the University of Montana, Christine and Marco Littig of Bernice's Bakery in Missoula, Craig Birgenheier, CFO of Big Sky Brewing, Elke Govertsen of Mamalode Magazine, and Colleen Rudio of Rudio Performance Management Group. Tom McMakin, former COO of Great Harvest Bread Company, will be presenting the keynote address.

#### SBDC Success Story



Gym Jay (Billings SBDC, Business Advisor: Beth Allen)

Jay Marschall, aka "Coach Jay", is a full-time fitness trainer and endurance athlete coach. He has operated his own coaching business for more than 15 years. Jay is an elite triathlete, coach, and a seven-time Hawaii Ironman World Championship finisher. He has coached over 200 athletes, including top-ranked professional triathletes, an Ironman Clermont Champion, an Ironkids National Champion, and a World Age Group Silver Medalist.

When Jay came to the Billings Small Business Development Center in 2011, he was looking to obtain funding to acquire a space to open his own gym. He had strong interest from investors willing to help raise equity required for the loan. Jay and his wife, Sarah, had started to work on a plan to present to investors and bankers, but needed some additional assistance.

Beth Allen worked with Jay and Sarah to complete a business plan, discuss location, and conduct market research. Jay was an avid participant in the business planning process and was open to suggestions regarding realistic sales goals and the actual costs required to open a gym. He and Sarah were eager to learn and participate in the loan packaging process.

As a result of the hard work put in by the Billings SBDC along with Jay and Sarah, "Coach Jay" was pre-approved for a commercial loan in December 2011. He has since then opened his gym, aptly named Gym Jay.

Gym Jay is a functional fitness facility set in a warehouse in the historic Old Town Works corridor on Minnesota Avenue in Billings. The culmination of many years of work, study and experience, Gym Jay is an overarching concept that strives to help individuals exercise and educate every area of a healthy body and mind. The program welcomes all levels of fitness and anybody at any level of activity.

## Technical Assistance

### Montana Indian Equity Fund Montana Entrepreneur Development Program

Montana Indian Equity Fund  
Montana Entrepreneur Development Program  
Phone: 406-721-3663  
Email: [pbelangie@mt.gov](mailto:pbelangie@mt.gov)  
Website: <http://entrepreneur.mt.gov>



**Philip Belangie**  
Program Manager

Created in 2007, the Montana Department of Commerce Indian Equity Fund has provided grants to over ninety Native American business owners. Competition is very intense, with sixty-six applications received this year.

Each of the following businesses received a grant of \$7,000 to be used for the purchase of items such as equipment, tools, trailers, computers and software that will enable the business owners to move forward building their own individual dream driven by their strong entrepreneurial passions.



Eva Ann Bulltail, Owner of Medicine Turtle Trading Post on the Crow Reservation.



Martin NoRunner, President of Intergenerational Equity (i.e. recycling) in Missoula with his daughter. Martin is a member of the Blackfeet Nation.

#### **Funded Businesses (18):**

**Burritos-R-Us, Cleone Highwalking**, (mobile concession stand) Northern Cheyenne Nation  
**Chandler Good Strike Buffalo Hide, Al Chandler**, (buffalo hide tanning and art) Fort Belknap Indian Community  
**Coyote Construction, DeWanda Little Coyote**, (construction and concrete work) Northern Cheyenne Nation  
**Creations, Cody Rivas, Sr.**, (food catering) Chippewa Cree Tribe  
**Flathead Vending, LLC, Scott Dupuis**, (vending machines) Confederated Salish and Kootenai Tribes  
**Intergenerational Equity, i.e. Recycling, Martin NoRunner**, (glass recycling services) At Large  
**"It's a Native Thing", Angela Johnson**, (Northern Plains Native American clothing and design) Blackfeet Nation  
**KTE Construction, Kimberly Pryor-Takes Enemy**, (construction) Crow (Apsáalooke) Nation  
**Medicine Turtle Trading Post, Eva Ann Bulltail**, (craft/artisan retail business) Crow (Apsáalooke) Nation  
**Mountain Valley Energy, Will Crasco**, (energy generator prototype) Fort Belknap Indian Community  
**Oval Office Advertising, Bobbie Morse**, (advertising) Little Shell Tribe of Chippewa Indians of Montana  
**Real Peoples Herbal, Pauline Matt**, (traditional herbal products) Blackfeet Nation  
**Shane's Lawn Care, Shane Zampich**, (lawn care) At Large  
**Smith Septic Service, Fred Ashley**, (septic servicing business) Confederated Salish and Kootenai Tribes  
**The Chairman's Pizza and Such, Craig Smith**, (restaurant) Fort Peck Assiniboine & Sioux Tribes  
**The Fort Peck Journal, Bonnie Red Elk**, (a weekly independent newspaper) Fort Peck Assiniboine & Sioux Tribes  
**TJP Construction, Troy J. Peterson**, (construction) Little Shell Tribe of Chippewa Indians of Montana

### Technical Assistance

## Certified Regional Development Corporations

Certified Regional Development Corporations (CRDC)

Phone: 406-841-2751

Email: [jwannebo@mt.gov](mailto:jwannebo@mt.gov)

Website: <http://businessresources.mt.gov/CRDC>



**Janice Wannebo**  
**Program Manager**

The Department of Commerce recently entered into a contract with Prospera Business Network in Bozeman as a Certified Regional Development Corporations (CRDCs) serving the counties of Park and Gallatin. CRDCs provide economic development activities such as management of revolving loan funds, business technical assistance, state and federal grants and programs, local and regional planning, business retention and expansion programs and business recruitment programs all directly related to regional strategic plans. The current contracts with the CRDC organizations will end December 31, 2015. Prior to the contract ending, the Department will issue a Request For Proposal (RFP) to solicit organizations that qualify and are interested in providing these services throughout Montana.

### Finance

## Big Sky Economic Development Trust Fund Program

Big Sky Economic Development Trust Fund (BSTF) Program

Ph: 406-841-2744

Email: [nfaroni@mt.gov](mailto:nfaroni@mt.gov)

Program Website: <http://bstf.mt.gov>

**Contact Program Staff for  
Funding Availability**



**Nancy Faroni**  
**Section Manager**

The Montana Department of Commerce's Big Sky Economic Development Trust Fund is pleased to announce the creation of newly revised BSTF Category I and II Guidelines, to be effective July 1, 2012. In response to the economic development needs in the communities of Montana, Department staff have been collaborating over the past few months to create guidelines that streamline the application process making the program more accessible.

Key changes, for greater program efficiency:

- Category I and Category II will be accepted on an open-cycle basis, until available funds are committed;
- Proposed fewer form requirements for a complete application; and
- Additional technical assistance from BSTF staff as needed, in response to the many program revisions, including a webinar to be made available in summer 2012.

The revised guidelines are now available for review on the website: [www.bstf.mt.gov](http://www.bstf.mt.gov). The ARM hearing will be held May 17, 2012 at 1:00pm, 301 S Park Avenue, Room 228. All comments are welcome.

## Finance

### Community Development Block Grant Economic Development Program

Community Development Block Grant  
Economic Development (CDBG-ED)  
Ph: 406-841-2736  
Email: [ddemarais@mt.gov](mailto:ddemarais@mt.gov)  
Website: <http://cdbged.mt.gov>



Debra Demarais  
Section Manager



CORE Motors



Trimmer Display

**\$1.6 million available**

### City of Ronan & OPE Inc

The City of Ronan received a \$400,000 grant to assist OPE Inc purchase equipment for their production line. OPE Inc is an outdoor power equipment manufacturer that utilizes CORE technology for battery power products, such as weed trimmers. CORE technology uses a new gasless, emission-free, ironless motor. The assistance to OPE Inc will result in the creation of 50 new FTE's. Matching funds were provided by OPE Inc and Lake County Community Development Corporation.

### ► Montana Finance Information Center ◀

The Montana Finance Information Center provides summary information for the most significant financing resources available from state, federal, and local institutions. For comprehensive information and links to critical information on starting a business in Montana, economic development, housing or community development programs visit our website at: <http://www.mtfinanceonline.com>.

For more information contact Karyl Tobel, Assistant Division Administrator at (406) 841-2732 or [karylt@mt.gov](mailto:karylt@mt.gov).

Finance

## Indian Country Economic Development Program

Indian Country Economic Development (ICED) Program

Website: <http://iced.mt.gov>

## State Tribal Economic Development Commission

State Tribal Economic Development Commission (STED)

Website: <http://tribal.mt.gov>

Phone: 406-841-2775

Email: [hsobrepena@mt.gov](mailto:hsobrepena@mt.gov)



**Heather Sobrepeña-George**  
Program Manager

Applications for the fiscal year 2012 funding have been received by all of the tribal governments by the March 30, 2012 deadline. Applications are in the process of being reviewed and prepared for a Grant Review Committee meeting on May 2, 2012.

Staff attended the Made in Montana Marketplace with two sponsored businesses, Sunshine Can-dle Cups LLC (Lisa and Nolan Michel, Ronan, MT) and Bigback Silk Screening (Robert and Michelle Bigback, Butte, MT) on March 22 and 23, 2012. The show was a learning experience for both Robert and Michelle Bigback and Lisa and Nolan who were first time attendees to the wholesale tradeshow hosted annually in Great Falls, MT.

A State Tribal Economic Development Commission meeting was hosted by US Bank in Great Falls on April 10, 2012. Each tribal government is represented on this Commission as well as representation from the Governor's Office of Indian Affairs, Governor's Office of Economic Development and the Montana Department of Commerce. New members to the Commission include Terry Pitts (Confederated Salish & Kootenai Tribes) and Gerald Gray (The Little Shell Tribe of Chippewa Indians of Montana).

Staff attended the Commerce Technical Assistance Round Table discussion in Lame Deer with several other divisions within the Montana Department of Commerce and representatives of Senator Max Baucus' office and USDA. Representatives met with President Spang and tribal program directors. The Northern Cheyenne Tribe is preparing for impact in the area due to energy development.

Finance

## MicroBusiness Finance Program

MicroBusiness Finance Program (MBFP)

Phone: 406-841-2751

Email: [jwannebo@mt.gov](mailto:jwannebo@mt.gov)

Website: <http://businessresources.mt.gov/MBFP>



**Janice Wannebo**  
Program Manager

The MicroBusiness Development Act was passed by the 52<sup>nd</sup> Legislature in 1991 with program funds coming from appropriations from the coal severance tax permanent fund in 1991 and 1995. The legislative purpose of the MicroBusiness Development Act is to create a program to encourage and assist in the creation, development, and financing of businesses with fewer than 10 full-time employees and a gross annual revenue of less than \$500,000 with loans not to exceed \$35,000 (back in 1991). Today, the gross annual revenue of the business has to be less than \$1million and loans can't exceed \$100,000. The Department loans these funds to certified MicroBusiness Development Corporations (MBDCs) which, in turn, lends to businesses in their designated multi-county region. The certified Montana MicroBusiness Development Corporations are: Bear Paw Development Corp. in Havre, Great Falls Development Authority in Great Falls, Great Northern Development Corp. in Wolf Point, Headwaters RC&D Area, Inc. in Butte, Montana Business Assistance Connection in Helena, Montana Community Development Corporation in Missoula and Montana West Economic Development in Kalispell. These organizations have money to lend to businesses that qualify.

## Finance

### Montana State Small Business Credit Initiative Program (MT SSBCI)

Montana State Small Business Credit Initiative Program (MT SSBCI)

PH: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Website: <http://mtssbci.mt.gov>



**Carolyn Jones**  
Section Manager

Created in 2010, the SSBCI program is funded by the US Department of Treasury, with the goal of growing small businesses. Montana has \$12.6 million in funding to assist new Montana businesses entering the market and existing businesses that need additional loans to expand or stabilize operations. The loans can be used for real estate, working capital, lines of credit and activities related to non-speculative business.

To date this program has committed \$8.2 million to thirty two businesses across the state in locations like Butte, Miles City, Polson, Billings and Havre. The program has 23 applications in line for processing, for the balance of funds available. Please see the program's website at <http://mtssbci.mt.gov> for more information.

## Finance

### Primary Sector Workforce Training Grant Program

Primary Sector Workforce

Training Grant (WTG)

Ph: 406-841-2744

Email: [nfaroni@mt.gov](mailto:nfaroni@mt.gov)



**Nancy Faroni**  
Section Manager

### Contact Program Staff for Funding Availability

#### SEACAST OF MONTANA AWARDED TRAINING GRANT



SeaCast of Montana, which is located in Butte, recently received a \$600,000 Montana Department of Commerce - Primary Sector Workforce Training Grant to train workers in 117 net new full-time jobs.

SeaCast operates a full service investment casting foundry utilizing alloy steel, stainless steel, aluminum, cobalt, copper, nickel and titanium alloys. The company serves a wide variety of industries including: aerospace, industrial pumps, industrial gas turbines, medical, transportation, and computer hardware. To meet rigorous customer requirements, SeaCast's manufacturing processes have earned ISO9000, AS9100 and NAD-CAP certifications. The Primary Sector Workforce Training Grant will be utilized to

provide technical training to the workers in the newly created jobs.

The Primary Sector Workforce Training grants provide business with grant funds to train employees in net new jobs. In order to be eligible to receive WTG funds, the business must be a primary sector business, create at least one net new job in Montana and pay the trainees at or above the minimum wage requirements. During the last legislative session, the training for newly created jobs can be for either part-time or full-time jobs. For additional information on the program, individuals should contact Nancy Faroni, Section Manager at 406-841-2744.

## Finance

### Montana Board of Research and Commercialization Technology

PH: 406-841-2760

Email: [ddesch@mt.gov](mailto:ddesch@mt.gov)

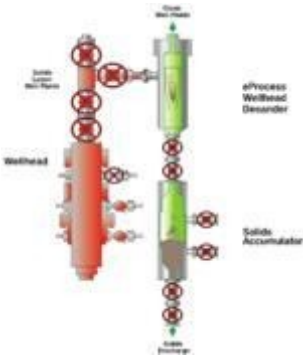
Website: <http://businessresources.mt.gov/MBRCT>



**Dave Desch**  
Executive Director

### Montana Board of Research and Commercialization Technology Commercialization Success

#### Intelligent Proppant (iProppant) - Activation of Solid State Reaction Mechanisms in Ceramic Proppant Material as a Method to Modify Fracture Path Flow



eProcess Technologies (Butte) successfully leveraged MBRCT funding to develop the next generation multiphase hydrocyclone. This product was a spin-off from marketing proppant technology when feedback from the customers showed large market potential for removal of proppant and sand from oil and gas well fluids. The eProcess Wellhead Desander (eWHD) is designed to ASME/API standards and is suitable from 150# to 15K design pressures. The optimized flow path results in compact removal of proppant, sand, and solids from well fluids containing 0-100% gas void fraction. The unit operates at 10-60 psi pressure drop and can remove solids down to 5 micron. Solids are removed at the wellhead, which prevents erosion of chokes, flow lines, control valves, and process equipment.

MBRCT funded the project in the amount of \$50,000 and the company provided \$28,513 in matching funds, for a total project cost of \$78,513.

The Montana Board of Research and Commercialization Technology (MBRCT) was created by the 1999 Montana Legislature to provide a predictable and stable source of funding for research and commercialization projects to be conducted at research and commercialization centers in Montana. The purpose of the program is to encourage economic development through investment in research projects that have a clear path to commercialization.



**Montana Department of Commerce**  
301 South Park Avenue  
Helena, MT 59601  
406-841-2704

## Finance

### Montana Wood Products Revolving Loan Fund

Montana Distressed Wood Products Industry  
Recovery and Stabilization (WPIRS) Program

PH: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Program Website: <http://recovery.mt.gov/commerce/wpirs>



**Carolyn Jones**  
Section Manager

On November 30<sup>th</sup>, 2011, John Jump Trucking, Inc. was approved for a \$121,250 State WPIRS loan and a \$23,750 EDA WPIRS loan. The business will receive a total loan of \$145,000. The loan proceeds are being used for working capital, and to pay off a note payable for fuel costs.

With the help of the WPIRS loans, John Jump Trucking, Inc. plans to retain 15.5 jobs and create 6 new jobs. The logging company has been expanding into a new market for wood-based bio fuels. They have secured contracts for wood chipping projects in western Montana.

The State and EDA WPIRS programs accept applications as long as funding is available. Currently, the State WPIRS program has \$555,024 available for lending and the EDA WPIRS program has \$427,009 available for lending. Please see the programs' website at <http://recovery.mt.gov/commerce/wpirs> for more information.

## Finance

### SBIR/STTR Matching Funds Program

Small Business Innovation Research Program

Small Business Technology Transfer Program

PH: 406-841-2760

Email: [ddesch@mt.gov](mailto:ddesch@mt.gov)

Website: <http://businessresources.mt.gov/msmfp>



**Dave Desch**  
Executive Director



Bridger Photonics (BP) will investigate the use of super-resolution techniques for compressive imaging sensors. Under a current U.S. Army Phase I STTR, BP has developed and demonstrated a compressive imaging architecture that enables image reconstruction and object recognition tasks to be performed efficiently using very few pixels. The system operates in the visible and near-infrared spectral bands simultaneously. This is in contrast to a conventional system which would require both expensive image sensors with a large number of pixels in both bands and increased post-processing and data collection over the compressive architecture. In order to overcome limitations in compressive imaging architectures, BP has proposed to develop and prove the feasibility of super-resolution techniques for those systems to achieve image reconstructions with up to mega-pixel resolution. This effort will enable high-resolution compressive imaging systems, which are especially advantageous in the short-wave and mid-wave infrared bands where conventional image sensors are very costly.



Montana Microbial Products (MMP) has received a Small Business Innovation Research (SBIR) award from the National Science Foundation to develop effective biological insecticides to control bark beetles that are devastating forests in Montana and the west. The grant from the MSMFP supports a key element of this project. Bark beetles are very difficult to control because their life cycle occurs inside trees. MMP is working with University of Montana scientists to develop methods to increase exposure of bark beetles to a naturally occurring fungus that infects bark beetles. The fungus infects only for certain insects and is not harmful to animals or humans. Success with this project will provide government agencies and private land owners with a cost effective, safe and environmentally friendly product to protect trees from bark beetles.

The 62<sup>nd</sup> Legislature appropriated \$375,000 per year for the 2013 biennium to the Department of Commerce for the Montana SBIR/STTR Matching Funds Program (MSMFP) (MCA 90-1-117 thru MCA 90-1-119). The purpose of the program is to foster job creation and economic development in Montana by providing matching funds to eligible businesses meeting the criteria set forth in the program guidelines. MSMFP is designed to grant funds to Montana companies that have been awarded a Small Business Innovation Research Program or Small Business Technology Transfer Program (Federal SBIR/STTR Program) Phase I award and that, if the opportunity to do so is available, intend to apply for a Federal SBIR/STTR Phase II award.

**Contact:**

Montana SBIR/STTR Matching Funds Program  
Business Resources Division  
MT Dept. of Commerce  
P.O. Box 200505  
Helena, MT 59620-0505  
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## → Business Finance Programs

### Certified Partners

**The next round of training and testing for certification for 2012-2013, and recertification for 2013-2014 to become a Business Resources Division Certified Partner is July 2, 2012–September 10, 2012. Web educational tools for affected programs will all be available by the beginning date. Certifications will be announced at the MEDA Fall Conference in October. More information to follow.**

Information

## Census and Economic Information Center

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**Mary Craigle**  
Bureau Chief

### New Tools for CEIC Customers



CEIC is testing a beta version of an Esri GIS application. The new software allows users to create their own maps using US Census Bureau datasets from the 2010 Decennial Census and estimates from the American Community Survey. The American Community Survey collects information from a sample of Montana households on income, education, etc. each year.

Using ArcGIS Online, users can make changes to some base interactive maps (income, population, education, etc.) created by Leslie Zolman, CEIC GIS Coordinator. Users can also create their own custom maps and applications using a free account at <http://ceic.maps.arcgis.com>.

This beta program allows non-GIS users and GIS professionals to investigate datasets, identify spatial patterns, and publish and share maps. The interactive mapping application will provide a spatial view of Census and economic figures which complements the data tables, charts, and graphs on the CEIC website.